

Maine State of Domestic Trade Annual Report

MARCH 2023

State of Maine - DECD



**Department of Economic
& Community Development**

PROJECT OVERVIEW

Report Purpose

This document provides an annual update to domestic trade tracking metrics used for progress reporting, including an update to the 2020 Macro Overview of the Domestic Trade Market. It is intended to give a high-level overview of Maine’s trade activity.

Industry classification ranges from 2-digit industries (most broad) to 6-digit industries (most specific) under the North American Industry Classification System (NAICS). This report focuses on the 2-digit industry level to give an overview of Maine’s domestic trade within the state’s macroeconomic context. More detailed analysis on the specific industries within key sectors will be included in the industry reports. The Appendix contains more details about sectors that will be analyzed.

Data

Data in this report is for the year 2021 – the most recently available data at the time of data collection (January 2023). Five-year growth rates refer to changes from 2016-2021, and five-year projections refer to 2021-2026, unless otherwise specified. For more information about the data used in this report, see the Appendix – Data Sources.

Project Funding

This project is commissioned by the Office of Business Development through the Domestic Trade Pilot Program and is funded in part by the Maine Jobs and Recovery Plan.

Consultant Team



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KEY FINDINGS

Total Demand:

- \$155.9 billion in 2021
- 48.8% met by Maine-made goods and services

Total Sales:

- \$157.6 billion in 2021
- 57.8% is exported outside of the state

Jobs:

- 708,588 jobs in 2021
- 2% growth from 2016-2021

Key findings

Trade

- **Maine industries saw a total of almost \$158 billion in sales in 2021**, dominated by the manufacturing industry. In total, \$91.1 billion (58%) was exported outside of Maine, only \$3.1 billion of which going to foreign entities. Together, the sales and trade data indicate that domestic trade makes up a significant portion of all sales and trade in Maine.
- **Compared to 2019, total sales have grown by 16.2%, outpacing national growth. However, there is room for growth for exports.** Agriculture, Forestry, Fishing, and Hunting saw its share of exported sales shrink from 2019-2021, while Manufacturing remained flat. Conversely, other highly-traded sectors like Retail and Wholesale trade saw rising shares of exported sales.
- **Maine ranks relatively middle of the pack among all states in terms of its demand met by imports**, at 51.2% in 2021. This ranks 31st among all states and DC. Compared to 2019, Maine has improved from 34th place, indicating that the B2B sales environment throughout the state has succeeded in keeping pace with national trends.
- **Maine relies heavily on imports to meet demand for fossil fuels.** Purchases of fossil fuels, specifically, oil, natural gas, and coal, have the highest percent of demand met by purchases from out-of-state entities. The State's commitment to increase the generation and use of clean energy within the state will help reduce industry reliance on imports, reduce the volatility of energy prices, and overall improve domestic trade metrics.

Economic Context

- **Economy-wide, the state has added nearly 10,600 jobs from 2016-2021, growing by 2%.** This is on par with the national economy, which also grew by 2% during this time period.
- **Most of Maine's highly concentrated sectors have a positive competitive effect (growth that exceeds national and regional expectations)**, indicating that Maine's strongest sectors (LQ>1) have unique competitive advantage in the state, including those such as Agriculture, Forestry, Fishing and Hunting, Manufacturing, and Retail Trade, among others.
- **Since 2019, Maine's economy has faced significant adversity, including the onset and continuation of the COVID-19 pandemic, supply chain disruptions, and a labor force tightening.** Against this backdrop, growth throughout the economy was mixed, with some industries seeing improvement while others saw declines and flattening growth trends.

INDUSTRY SUMMARY

High-Level Industry Summary, Maine

NAICS	Description	2016 Jobs	2021 Jobs	2016 - 2021 Change	2016 - 2021 % Change	2021 Payrolled Business	Avg. Earnings Per Job	2021 Location Quotient	2021 GRP
11	Agriculture, Forestry, Fishing and Hunting	15,339	17,787	2,448	16%	1,696	\$50,008	2.01	\$1,674,738,123
21	Mining, Quarrying, and Oil and Gas Extraction	212	336	123	58%	37	\$72,658	0.15	\$79,999,195
22	Utilities	1,689	1,703	14	1%	117	\$136,678	0.71	\$919,734,722
23	Construction	41,304	47,979	6,675	16%	5,951	\$60,050	1.17	\$4,202,420,382
31	Manufacturing	52,875	56,366	3,491	7%	1,888	\$76,723	1.03	\$8,169,731,918
42	Wholesale Trade	20,791	19,888	(903)	(4%)	3,101	\$92,293	0.78	\$4,434,091,222
44	Retail Trade	86,661	84,703	(1,957)	(2%)	5,994	\$42,683	1.21	\$6,639,336,090
48	Transportation and Warehousing	19,144	19,078	(66)	(0%)	1,407	\$62,090	0.64	\$1,543,034,958
51	Information	8,688	7,478	(1,210)	(14%)	1,055	\$80,776	0.57	\$1,721,906,389
52	Finance and Insurance	25,080	26,379	1,298	5%	2,220	\$106,992	0.88	\$5,910,950,138
53	Real Estate and Rental and Leasing	8,870	9,398	528	6%	1,927	\$59,753	0.77	\$2,202,444,498
54	Professional, Scientific, and Technical Services	30,939	37,190	6,251	20%	7,605	\$89,005	0.75	\$4,453,154,739
55	Management of Companies and Enterprises	9,963	14,734	4,771	48%	1,776	\$116,567	1.45	\$1,902,416,603
56	Administrative and Support and Waste Management and Remediation Services	35,669	33,443	(2,226)	(6%)	3,699	\$51,014	0.77	\$2,216,704,760
61	Educational Services	20,028	22,145	2,116	11%	744	\$41,986	1.19	\$1,071,641,285
62	Health Care and Social Assistance	109,905	109,908	3	0%	5,006	\$68,806	1.21	\$8,745,208,522
71	Arts, Entertainment, and Recreation	11,753	11,413	(340)	(3%)	958	\$35,649	1.05	\$575,970,186
72	Accommodation and Food Services	58,096	53,337	(4,759)	(8%)	4,293	\$33,021	0.99	\$2,955,204,918
81	Other Services (except Public Administration)	33,861	30,952	(2,909)	(9%)	3,933	\$36,563	0.86	\$1,518,202,400
90	Government	106,403	102,859	(3,545)	(3%)	3,058	\$73,630	0.99	\$9,095,052,127
99	Unclassified Industry	727	1,515	788	108%	1,649	\$102,087	1.81	Insf. Data
Total, All Industries		697,997	708,588	10,591	2%	58,111	\$63,830	--	\$76,869,674,550

Source: Lightcast

This page includes a summary of Maine's 2-digit NAICS sectors, providing the economic context that surrounds the state's trade activity. Please reference the Appendix for more information about data and definitions.

In 2021, Maine's largest industry by employment was Health Care and Social Assistance, accounting for nearly 110,000 jobs throughout the state and adding \$8.7 billion to the state's GRP.

Meanwhile, the fastest-growing industry in Maine from 2016-2021 was Construction, adding 6,675 jobs (+16%) over the five-year period. Professional, Scientific, and Technical Services came in a close second place, adding 6,251 jobs (+20%).

Other sectors have not seen such growth, especially those most-impacted by the COVID-19 pandemic. Accommodation and Food Services has declined by about 4,750 in the five-year period ending 2021. Government has also experienced great declines, falling by over 3,500 jobs, many of which are in the public education sector.

Economy-wide, the state has added nearly 10,600 jobs from 2016-2021, growing by 2%. This is on par with the national economy, which also grew by 2% during this time period.

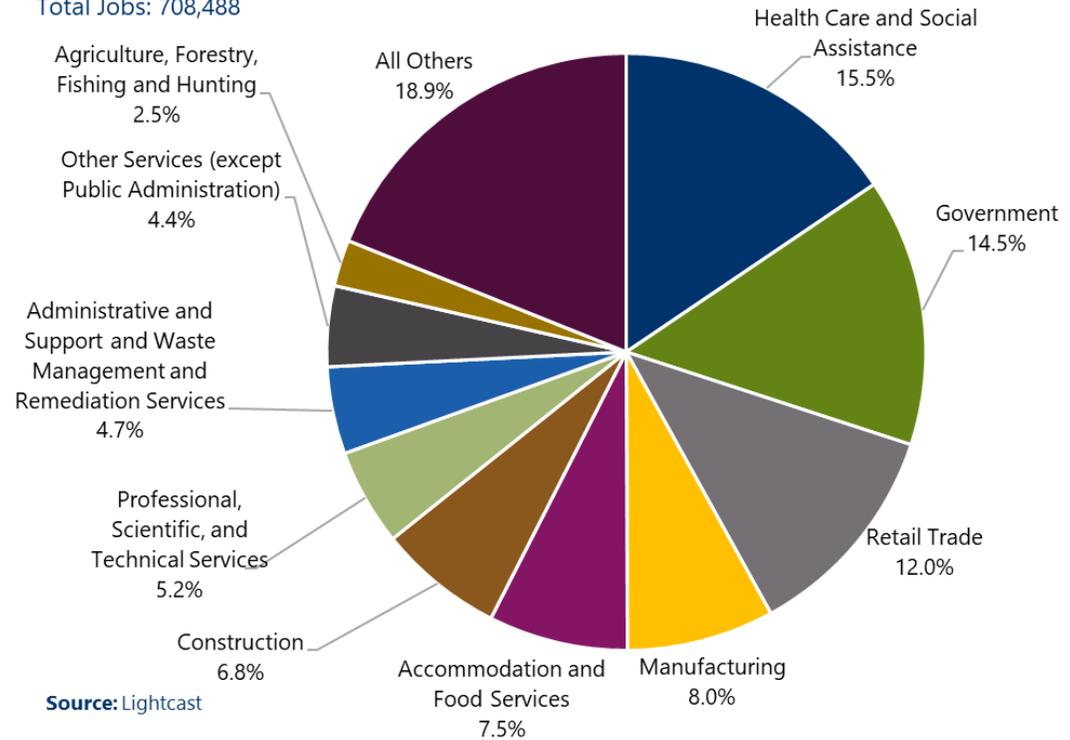
INDUSTRY MIX

The Industry mix of Maine is shown to the right.

- Healthcare and Social Assistance** is the largest sector in Maine, with 109,908 jobs in 2021. Its Location Quotient (LQ) is 1.21, indicating a stronger concentration in the sector than would be expected for a region of Maine's size. During the COVID-19 pandemic, the sector faced significant challenges and loss. In 2021, the number of jobs was completely flat compared to 2016, gaining only 3 jobs over the five-year period. It contributed \$8.7 billion to the State's GRP in 2021. The average earnings per job was \$68,806 in 2021, higher than the State's average.
- Government** comes in a close second place, with 102,859 jobs in 2021. Its LQ is 0.99, indicating that it is only slightly less concentrated than would be expected. Over the last five years, the sector has declined by 3% and is down by a total of 3,545 jobs. During the COVID-19 pandemic, employment in sectors like public K-12 education and public higher education contributed the most to Government job loss, and the sector continues to recover. Average earnings per job is \$73,630, higher than the State's average. The sector contributed \$9.1 billion to GRP in 2021.
- Retail Trade** is the third-largest sector in Maine, with 84,703 jobs in 2021. The sector is relatively specialized, with an LQ of 1.21. The sector has lost 1,957 jobs since 2016 (-2%) and has average earnings well under the State's average (\$42,684). It contributed \$6.6 billion to Maine's GRP in 2021.
- Manufacturing** makes up a relatively small share of Maine's employment, with 56,366 jobs in 2021. However, the sector has seen growth over the last five years, gaining almost 3,500 jobs (+7%). Its LQ is 1.03, meaning the sector is only slightly specialized in Maine. The average earnings per job in the sector is high, at \$76,723. Manufacturing's GRP in 2021 was \$8.1 billion.
- Agriculture, Forestry, Fishing, and Hunting** represents about 2.5% of jobs. However, this sector's jobs are significantly underreported. More detail on this sector can be found in the industry profiles to follow.

Maine's Industry Mix: Distribution of Jobs by Industry, 2021

Total Jobs: 708,488



Source: Lightcast

COMPETITIVE ADVANTAGE

Competitive Advantage Metrics, All Sectors in Maine (2021)

Description	Location Quotient	Competitive Effect
Agriculture, Forestry, Fishing and Hunting	2.01	2,230
Management of Companies and Enterprises	1.45	4,266
Retail Trade	1.21	305
Health Care and Social Assistance	1.21	(5,684)
Educational Services	1.19	886
Construction	1.17	2,146
Arts, Entertainment, and Recreation	1.05	701
Manufacturing	1.03	3,357
Government	0.99	(1,473)
Accommodation and Food Services	0.99	19
Finance and Insurance	0.88	(728)
Other Services (except Public Administration)	0.86	(1,720)
Wholesale Trade	0.78	(337)
Real Estate and Rental and Leasing	0.77	(42)
Administrative and Support and Waste Management and Remediation Services	0.77	(2,668)
Professional, Scientific, and Technical Services	0.75	2,151
Utilities	0.71	39
Transportation and Warehousing	0.64	(4,719)
Information	0.57	(1,361)
Mining, Quarrying, and Oil and Gas Extraction	0.15	158
Unclassified Industry	1.81	997
Total, All Industries	--	(1,478)

Source: Lightcast



While Agriculture, Forestry, Fishing and Hunting is underreported, it is still the most concentrated high-level sector in Maine, with a Location Quotient of 2.01, meaning it has twice the concentration than would be expected given the size of Maine’s economy. It also has a Competitive Effect of over 2,200 jobs, meaning the sector outperformed expectations given national and industrial trends.

Most highly-concentrated sectors have a positive competitive effect, with one exception: Health Care and Social Assistance. This sector has a strong concentration (LQ>1.0), however it is underperforming expectations given national and industrial trends. This is a sector that was significantly impacted by the COVID-19 pandemic, and one which has faced an exceedingly tight labor market in recent years.

Professional, Scientific, and Technical Services stands out among sectors with low concentration; while its LQ is only 0.75, it has a strong competitive effect, and may present future opportunities for growth

Transportation and Warehousing is a sector in which Maine lags national trends. This sector is less concentrated and less competitive in the state than it is on a national level.

Location Quotient and Competitive Effect

Both the location quotient and the competitive effect help to illustrate what makes a region unique.

Location quotient (LQ) is a measure of industry concentration within a region. An LQ of 1.0 means that an industry is as concentrated within the region as it is on a national level. An LQ greater than 1.0 indicates that an industry is more concentrated in a region than at the national level.

The **competitive effect** illustrates how much change in an industry is not explained by national economic or industry trends. A positive competitive effect means that the region has unique characteristics giving it a competitive advantage in that respective industry. However, a negative competitive effect indicates that an industry is either not growing as quickly *or* shrinking faster than national industry trends for the US.

SALES (REVENUE)

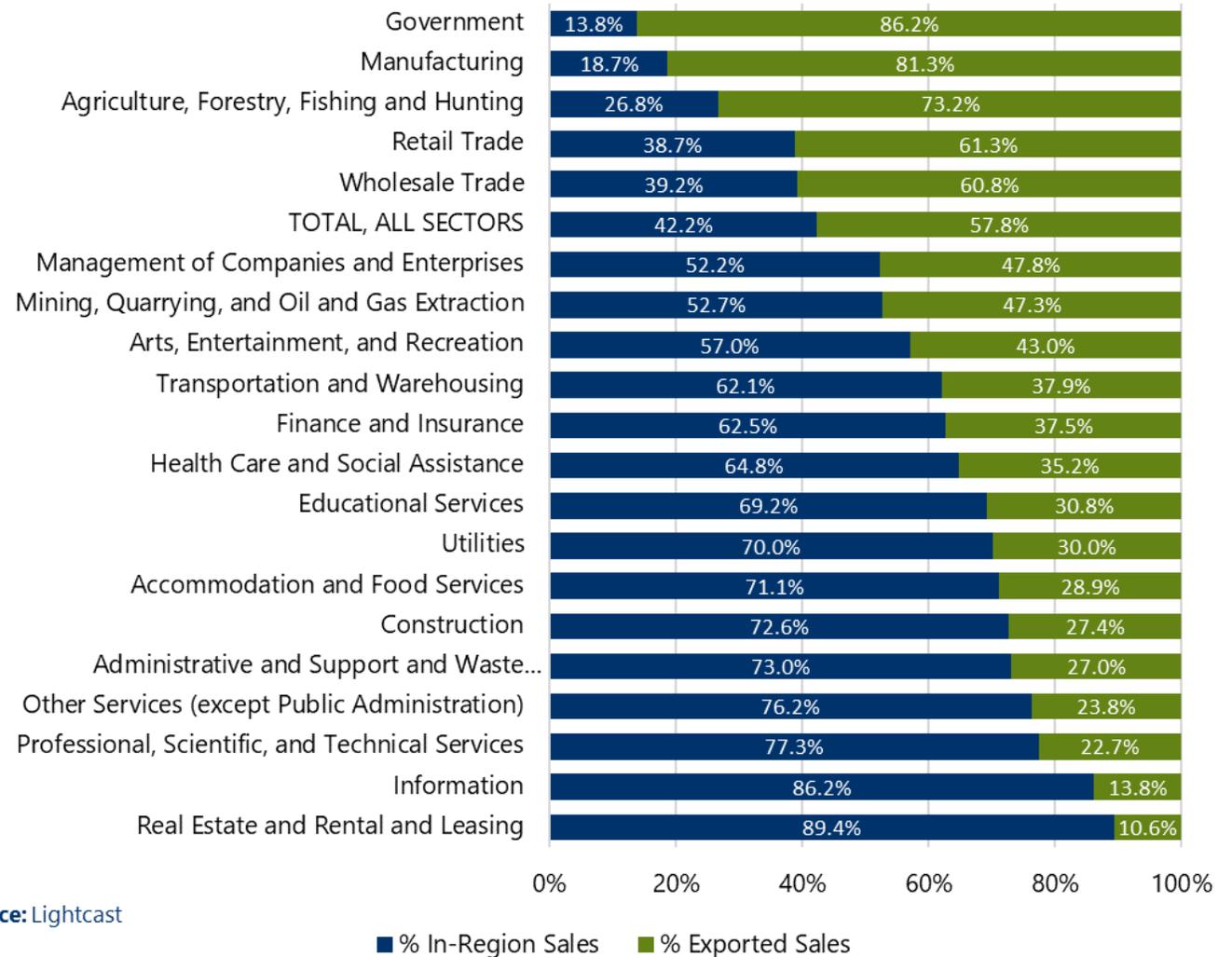
Export sales (domestic and foreign) are important to the economy because they correlate with value-added production, bringing in wealth to the State and connectedness of the economy to national and global supply chains creating opportunities across multiple sectors and subsectors.

In 2021 total sales (revenues) in all industry sectors in Maine totaled \$157.6 billion. Of these sales, 42.2% (\$66.5 billion) were sales to entities within Maine (in-region) while 57.8% (\$91.1 billion) were sales made to entities outside of Maine (exported sales). These exported sales include domestic sales as well as foreign sales made to entities outside of Maine.

In terms of major industry sectors, Manufacturing dominates the export market in terms of sales volume. Export sales in Manufacturing totaled to \$14.3 billion in 2021, accounting for 81.3% of total sales in the industry. Other industries with high export sales include Agriculture, Forestry, Fishing, and Hunting with 73.2% of sales, as well as Retail Trade, at 61.3% of sales.

Of the \$91.1 billion of sales exported out of Maine in 2021, \$3.1 billion was exported to foreign entities, accounting for 2.0% of total sales. By this measure, Maine slightly lags the United States, which exported an average of 3.9% of total sales to foreign entities.

Sales Split: Exported vs. In-State Sales, All High-Level Sectors in Maine (2021)



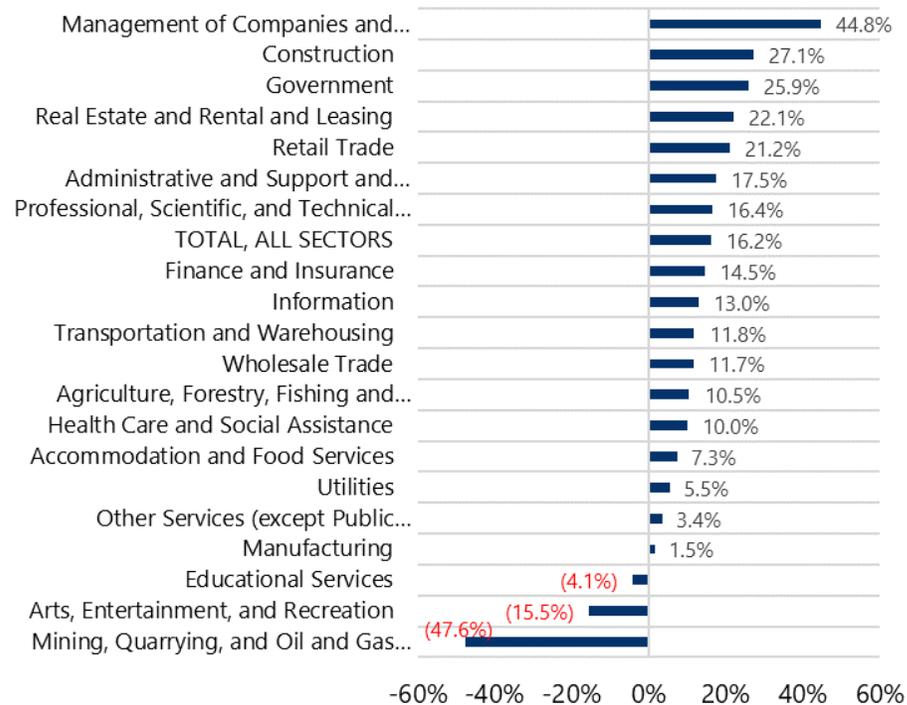
SALES – 2019 VS 2021

Compared to 2019, total sales have grown to over \$157 billion, an increase of 16.2%. Sales exported outside of Maine have grown by 18.2%, up from \$77.1 million. In total, the share of sales exported grew by one percentage point, from 56.8% to 57.8%.

In the private sector, Retail Trade; Construction; Finance and Insurance; and Health Care and Social Assistance contributed the most to overall growth in sales, each increasing by over \$1 billion since 2019.

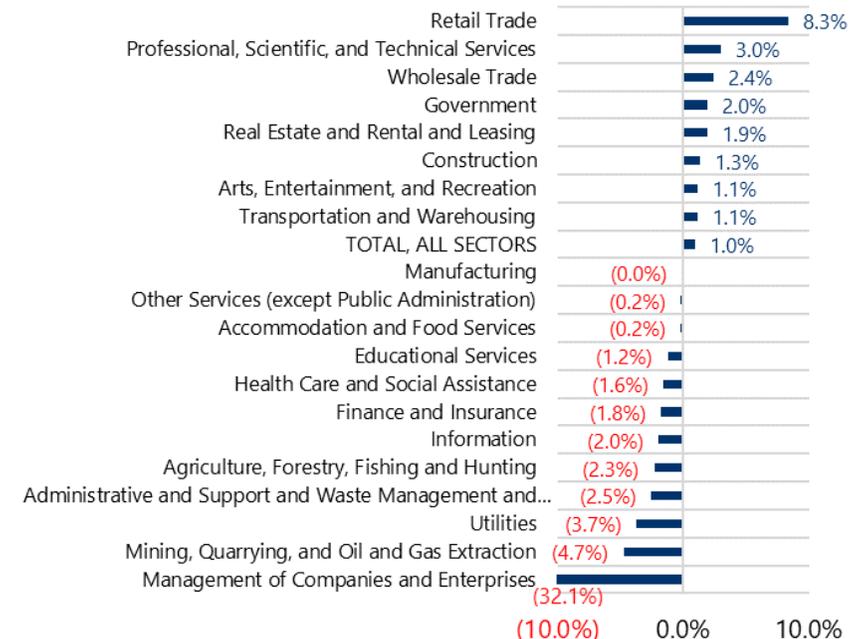
Retail Trade saw the largest increase in its exported share, growing from 52.9% to 61.3% of sales being exported out of state. Although few sectors saw an increase in total sales, about half saw their exported shares drop over the two years. For example, while Management of Companies and Enterprises saw a nearly 45% rise in total sales, the exported share dropped from almost 80% in 2019 to only 47.8% in 2021. Only three sectors have seen decreased sales from 2019-2021: Mining, Quarrying, and Oil and Gas Extraction; Arts, Entertainment, and Recreation; and Educational Services. A detailed table comparing 2019-2021 sales can be found in the Appendix.

Percent Change in Total Sales by Sector, Maine (2021)



Source: Lightcast, Camoin Associates

Percentage-Point Change in Exported Share of Sales in Maine, 2019-2021



Source: Lightcast, Camoin Associates

DEMAND (PURCHASES)

Demand met by imports signifies opportunities to increase sales for Maine companies by assisting other Maine companies with in-state B2B sales and entering supply chains for other Maine companies. In comparison to other states, Maine ranks 31st highest in terms of demand met by imports. Compared to the previous volume of this report, which used data from 2019, Maine has improved from 34th place.

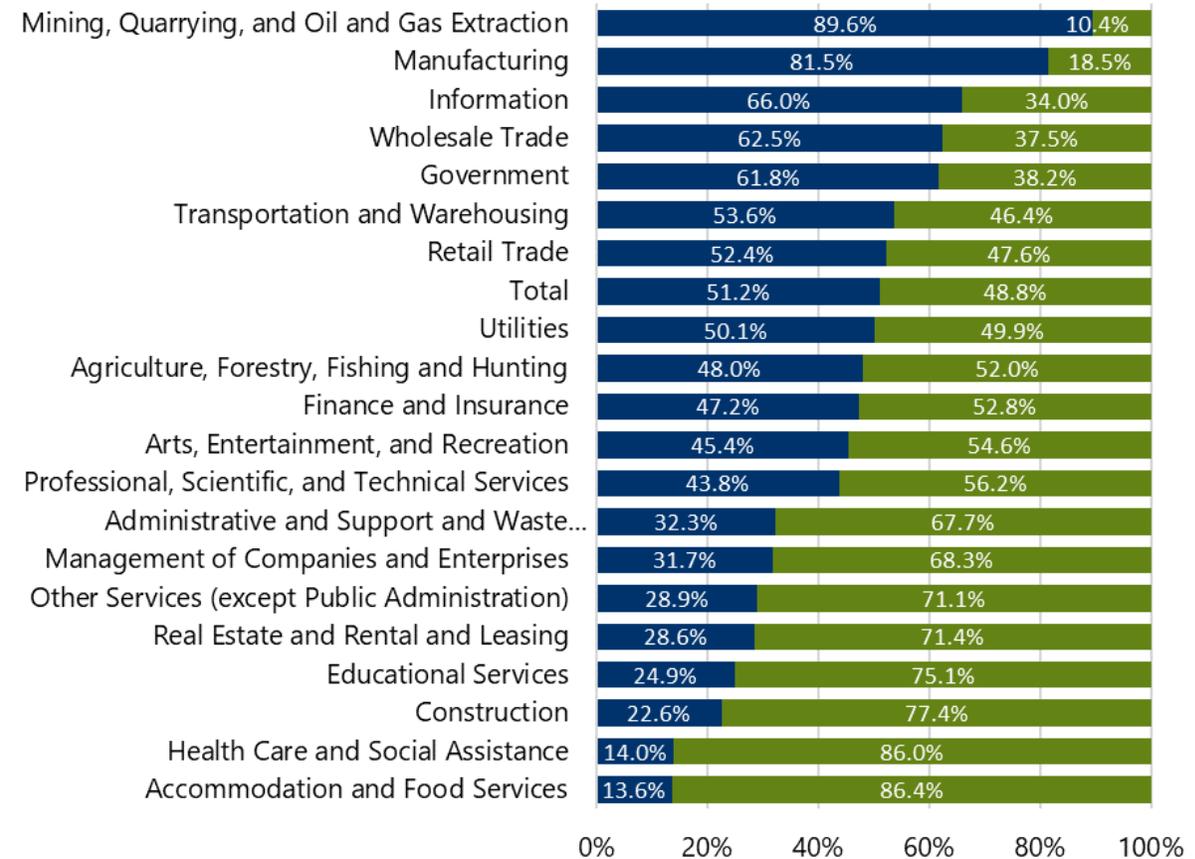
In 2021 Maine entities purchased \$155.9 billion in inputs, products, and services. Of this demand, \$76.1 billion (48.8%) was met within the State of Maine (purchased from Maine entities) while \$79.8 billion (51.2%) was met by imports (purchases from entities outside of Maine, both foreign and domestic).

In terms of major industry sectors, Government had the largest total demand in 2021, with \$46.4 billion in purchases. This is followed by Manufacturing (\$17.2 billion), Finance and Insurance (\$11.9 billion), Health Care and Social Assistance (\$10.6 billion), and Professional, Scientific, and Technical Services (\$8.8 billion).

The industries with the highest percent of demand met by purchases from out-of-state entities include Mining, Quarrying, Oil and Gas (89.6%), Manufacturing (81.5%), and Information (66.0%).

The state with the greatest share of demand met in-region is California at 68.2%. California's dominance of in-region demand is largely due to the nature and size of its economy. Meanwhile, the District of Columbia relies on imports the most, with only 28.7% of demand met in-region.

Demand Split: Imported vs. In-Region Demand, All High-Level Sectors in Maine (2021)



■ % Demand met by Imports ■ % Demand met In-Region

Source: Lightcast

In 2021, Maine ranked 31st in the nation for demand met in-region, compared to 34th in 2019. Additionally, the total dollar value of demand met in-region increased by 11% during this period. The share of demand met in-region is an important indicator of in-state B2B sales activity. Maine's improvement over 2019 indicates that the state has kept up with national trends in recent years.

Demand Met In-region vs Out of Region by State, 2021

Rank	State	Demand met in-region	% Demand met in-region	Demand met by imports	% Demand met by imports
1	California	\$3,873,171,764,287	68.2%	\$1,808,326,422,036	31.8%
2	Texas	\$2,307,536,869,430	64.4%	\$1,276,054,972,218	35.6%
3	Florida	\$1,496,421,989,551	62.5%	\$898,899,246,975	37.5%
4	Colorado	\$484,738,858,895	61.4%	\$304,606,148,870	38.6%
5	New York	\$1,851,985,037,050	60.8%	\$1,194,636,845,539	39.2%
6	Arizona	\$466,303,214,479	60.6%	\$302,950,984,109	39.4%
7	Illinois	\$1,010,548,616,841	60.6%	\$658,304,275,582	39.4%
8	Massachusetts	\$659,619,080,095	60.5%	\$431,168,599,528	39.5%
9	Minnesota	\$437,732,863,638	59.0%	\$304,318,128,860	41.0%
10	Washington	\$668,789,214,340	58.9%	\$467,558,102,212	41.1%
11	Utah	\$233,925,174,543	58.8%	\$163,679,150,138	41.2%
12	North Carolina	\$659,509,228,994	57.3%	\$491,482,107,769	42.7%
13	Georgia	\$703,548,310,146	57.2%	\$525,393,792,629	42.8%
14	Ohio	\$775,133,351,067	56.5%	\$595,772,122,960	43.5%
15	Oregon	\$280,950,188,807	55.6%	\$224,056,124,229	44.4%
16	Michigan	\$626,223,614,710	55.6%	\$499,959,813,382	44.4%
17	New Jersey	\$724,157,389,041	55.5%	\$580,408,527,092	44.5%
18	Pennsylvania	\$865,315,357,208	55.1%	\$705,927,194,019	44.9%
19	Nevada	\$195,097,844,876	53.8%	\$167,326,452,681	46.2%
20	Connecticut	\$286,038,408,158	53.5%	\$248,520,858,894	46.5%
21	Tennessee	\$417,132,952,751	53.4%	\$363,833,720,357	46.6%
22	Wisconsin	\$372,931,826,144	52.9%	\$331,464,629,968	47.1%
23	Missouri	\$363,337,498,499	52.0%	\$335,657,862,263	48.0%
24	Hawaii	\$100,805,864,452	51.2%	\$96,018,729,843	48.8%
25	Nebraska	\$135,131,732,987	51.0%	\$129,925,591,680	49.0%

Continued:

Rank	State	Demand met in-region	% Demand met in-region	Demand met by imports	% Demand met by imports
26	Louisiana	\$249,737,697,262	50.3%	\$246,796,805,537	49.7%
27	New Hampshire	\$93,883,825,213	50.2%	\$92,957,714,189	49.8%
28	Rhode Island	\$65,972,272,665	49.5%	\$67,191,553,464	50.5%
29	Idaho	\$94,994,860,344	49.4%	\$97,317,286,229	50.6%
30	South Carolina	\$261,946,932,358	49.4%	\$268,600,617,626	50.6%
31	Maine	\$76,095,755,797	48.8%	\$79,812,354,519	51.2%
32	Kansas	\$174,743,839,492	48.8%	\$183,548,629,153	51.2%
33	Oklahoma	\$205,116,980,381	48.6%	\$216,984,958,269	51.4%
34	Indiana	\$377,692,958,537	48.4%	\$402,725,863,657	51.6%
35	Delaware	\$65,148,404,644	48.2%	\$70,022,366,220	51.8%
36	New Mexico	\$104,790,947,949	47.6%	\$115,225,178,550	52.4%
37	Alabama	\$243,096,040,091	47.4%	\$270,107,367,007	52.6%
38	Iowa	\$187,529,823,489	47.0%	\$211,857,773,867	53.0%
39	Maryland	\$442,461,143,733	46.8%	\$502,717,874,507	53.2%
40	Montana	\$57,279,657,163	45.9%	\$67,586,571,310	54.1%
41	Virginia	\$543,536,294,867	45.5%	\$652,322,339,989	54.5%
42	Kentucky	\$214,701,997,388	44.8%	\$264,266,990,179	55.2%
43	North Dakota	\$49,957,085,575	44.4%	\$62,546,044,323	55.6%
44	Arkansas	\$134,049,294,710	44.4%	\$168,051,094,392	55.6%
45	South Dakota	\$52,441,787,212	43.7%	\$67,507,132,264	56.3%
46	Alaska	\$47,313,491,461	43.5%	\$61,423,304,883	56.5%
47	Vermont	\$33,583,261,476	43.5%	\$43,659,095,932	56.5%
48	Mississippi	\$113,171,290,150	41.0%	\$162,927,316,130	59.0%
49	Wyoming	\$31,546,877,131	40.4%	\$46,627,726,854	59.6%
50	West Virginia	\$66,474,983,589	38.4%	\$106,812,167,103	61.6%
51	District of Columbia	\$106,544,827,307	28.7%	\$265,194,151,163	71.3%

Source: Lightcast

DEMAND, SALES, AND TRADE PROFILE

Sales and Exports

Total sales and exports (domestic and foreign) are displayed in the table to the right for Maine and the United States using Lightcast and US Census data for 2021. Of Maine's total \$157.6 billion in total sales, \$91.1 billion is exported out of state, representing 57.8% of total sales. The foreign export value is estimated at \$3.1 billion for the State of Maine, accounting for 2.0% of total sales. By this measure Maine slightly lags the nation, which exports 3.9% of total sales to foreign entities. That said, domestic trade makes up a significant portion of all sales and trade in Maine.

Demand and Imports

Total demand (purchases) in Maine amounted to nearly \$155.9 billion in 2021. Of this total demand, \$79.8 billion or 51.2% is met by imports from out of state. Foreign import value is estimated at \$6.4 billion, or 4.1% of total demand. The United States imported about \$2.8 trillion of goods in 2021, accounting for 6.7% of total demand.

	Traded Sales/Purchases		
	 In-State	 Estimated Domestic	 Foreign
Total Sales (2021): \$157.6 Billion	\$66.5 Billion (42.2%)	\$88.0 Billion (55.8%)	\$3.1 Billion (2.0%)
Total Demand (2021): \$155.9 Billion	\$76.1 Billion (48.8%)	\$73.4 Billion (47.1%)	\$6.4 Billion (4.1%)

Source: Lightcast, US Census Bureau

Note: Totals may not sum exactly due to rounding. Domestic trade values are estimated based on a combination of Lightcast data and US Census Bureau foreign trade data.

TOP FOREIGN IMPORTS AND EXPORTS

Maine's Top 25 Exports by Customs Value, 2021

Commodity	Total Exports Value
1141 Fish, Fresh/chilled/frozen & Other Marine Products	\$ 566,903,636
3364 Aerospace Products & Parts	\$ 339,002,380
3221 Pulp, Paper & Paperboard Mill Products	\$ 246,996,676
3344 Semiconductors & Other Electronic Components	\$ 234,733,998
2111 Oil & Gas	\$ 180,307,595
1133 Timber & Logs	\$ 114,656,735
3341 Computer Equipment	\$ 110,516,760
3254 Pharmaceuticals & Medicines	\$ 89,583,478
1125 Farmed Fish And Related Products	\$ 85,826,542
9900 Other Special Classification Provisions	\$ 81,725,500
3345 Navigational/measuring/medical/control Instrument	\$ 80,353,249
9100 Waste And Scrap	\$ 64,730,296
3119 Foods, Nesoi	\$ 62,774,875
3222 Converted Paper Products	\$ 61,941,298
3211 Sawmill & Wood Products	\$ 53,193,558
3329 Other Fabricated Metal Products	\$ 45,667,741
3331 Ag & Construction & Machinery	\$ 39,823,665
3342 Communications Equipment	\$ 34,462,553
3336 Engines, Turbines & Power Transmsn Equip	\$ 33,499,642
3114 Fruits & Veg Preserves & Specialty Foods	\$ 33,302,355
3362 Motor Vehicle Bodies & Trailers	\$ 33,300,270
3339 Other General Purpose Machinery	\$ 32,692,642
3261 Plastics Products	\$ 30,476,491
3353 Electrical Equipment	\$ 25,828,478
3332 Industrial Machinery	\$ 24,907,445

Source: US Census Bureau

← Top exports:

Fish and marine products make up the largest exported product category in Maine's economy, accounting for 18% of all foreign exports in 2021. Aerospace Products & Parts and Pulp, Paper & Paperboard Mill Products follow as the second- and third-most exported products in 2021. Maine's top 25 exports account for over 87% of total exports, indicating a highly concentrated set of exported products.

Top imports: →

Petroleum & Coal Products account for nearly 37% of total imports into the state, by far the most imported product. Pulp, Paper, & Paperboard Mill Products comes in second place, at over \$335 million imported in 2021. Overall, Maine's top 25 imports account for 85% of total imports into the state, indicating a highly concentrated set of imported products.

Maine's Top 25 Imports by Customs Value, 2021

Commodity	Total Imports Value
3241 Petroleum & Coal Products	\$ 2,345,190,606
3221 Pulp, Paper & Paperboard Mill Products	\$ 335,753,520
9800 Goods Returned (exports For Canada Only)	\$ 289,203,556
3211 Sawmill & Wood Products	\$ 258,554,395
1141 Fish, Fresh/chilled/frozen & Other Marine Products	\$ 255,730,568
3152 Apparel	\$ 241,297,118
9900 Other Special Classification Provisions	\$ 224,164,898
3162 Footwear	\$ 156,413,006
2111 Oil & Gas	\$ 119,689,312
3261 Plastics Products	\$ 119,158,444
1125 Farmed Fish And Related Products	\$ 105,968,296
3364 Aerospace Products & Parts	\$ 102,397,720
3339 Other General Purpose Machinery	\$ 95,527,274
3251 Basic Chemicals	\$ 92,703,261
3331 Ag & Construction & Machinery	\$ 88,509,831
3345 Navigational/measuring/medical/control Instrument	\$ 85,305,845
3121 Beverages	\$ 73,455,440
3141 Textile Furnishings	\$ 63,488,834
3212 Veneer, Plywood & Engineered Wood Products	\$ 61,203,989
3114 Fruits & Veg Preserves & Specialty Foods	\$ 58,762,365
3222 Converted Paper Products	\$ 57,267,151
3219 Other Wood Products	\$ 56,339,917
3324 Boilers, Tanks & Shipping Containers	\$ 50,180,182
3344 Semiconductors & Other Electronic Components	\$ 47,115,231
3252 Resin, Syn Rubber, Artf & Syn Fibers/fil	\$ 45,806,573

Source: US Census Bureau

APPENDIX

Maine Sales Summary (2021)

NAICS	Description	In-Region Sales	% In-Region Sales	Exported Sales	% Exported Sales	Total Sales	GRP
11	Agriculture, Forestry, Fishing and Hunting	\$865,305,265	26.8%	\$2,368,762,961	73.2%	\$3,234,068,226	\$1,674,738,123
21	Mining, Quarrying, and Oil and Gas Extraction	\$76,618,100	52.7%	\$68,721,235	47.3%	\$145,339,335	\$79,999,195
22	Utilities	\$971,639,639	70.0%	\$415,436,856	30.0%	\$1,387,076,495	\$919,734,722
23	Construction	\$5,921,450,587	72.6%	\$2,229,343,331	27.4%	\$8,150,793,918	\$4,202,420,382
31	Manufacturing	\$3,295,000,881	18.7%	\$14,335,461,645	81.3%	\$17,630,462,527	\$8,169,731,918
42	Wholesale Trade	\$2,791,213,311	39.2%	\$4,325,793,345	60.8%	\$7,117,006,656	\$4,434,091,222
44	Retail Trade	\$4,248,425,751	38.7%	\$6,719,550,859	61.3%	\$10,967,976,610	\$6,639,336,090
48	Transportation and Warehousing	\$1,934,415,127	62.1%	\$1,181,088,084	37.9%	\$3,115,503,210	\$1,543,034,958
51	Information	\$2,484,563,691	86.2%	\$399,286,955	13.8%	\$2,883,850,646	\$1,721,906,389
52	Finance and Insurance	\$6,294,865,130	62.5%	\$3,772,301,510	37.5%	\$10,067,166,640	\$5,910,950,138
53	Real Estate and Rental and Leasing	\$4,631,291,845	89.4%	\$550,362,612	10.6%	\$5,181,654,457	\$2,202,444,498
54	Professional, Scientific, and Technical Services	\$5,027,274,110	77.3%	\$1,472,412,883	22.7%	\$6,499,686,993	\$4,453,154,739
55	Management of Companies and Enterprises	\$1,642,509,815	52.2%	\$1,506,094,544	47.8%	\$3,148,604,358	\$1,902,416,603
56	Administrative and Support and Waste Management and Remediation Services	\$2,814,652,187	73.0%	\$1,039,404,584	27.0%	\$3,854,056,772	\$2,216,704,760
61	Educational Services	\$1,031,713,085	69.2%	\$459,915,161	30.8%	\$1,491,628,246	\$1,071,641,285
62	Health Care and Social Assistance	\$9,392,073,790	64.8%	\$5,107,638,463	35.2%	\$14,499,712,253	\$8,745,208,522
71	Arts, Entertainment, and Recreation	\$536,957,609	57.0%	\$405,685,493	43.0%	\$942,643,102	\$575,970,186
72	Accommodation and Food Services	\$3,744,394,628	71.1%	\$1,524,853,594	28.9%	\$5,269,248,222	\$2,955,204,918
81	Other Services (except Public Administration)	\$1,934,054,778	76.2%	\$604,528,634	23.8%	\$2,538,583,413	\$1,518,202,400
90	Government	\$6,836,461,952	13.8%	\$42,625,748,328	86.2%	\$49,462,210,280	\$9,095,052,127
Total		\$66,474,881,281	42.2%	\$91,112,391,078	57.8%	\$157,587,272,359	\$76,869,674,550

Source: Lightcast

Maine Demand Met in Region vs. Out of Region, 2021

NAICS	Description	Demand met In-Region	% Demand met In-Region	Demand met by Imports	% Demand met by Imports	Total Demand
11	Agriculture, Forestry, Fishing and Hunting	\$785,326,203	52.0%	\$724,297,567	48.0%	\$1,509,623,770
21	Mining, Quarrying, and Oil and Gas Extraction	\$73,854,655	10.4%	\$635,288,114	89.6%	\$709,142,770
22	Utilities	\$967,307,343	49.9%	\$972,845,123	50.1%	\$1,940,152,466
23	Construction	\$5,795,498,088	77.4%	\$1,696,502,429	22.6%	\$7,492,000,518
31	Manufacturing	\$3,185,450,478	18.5%	\$14,051,945,629	81.5%	\$17,237,396,107
42	Wholesale Trade	\$2,739,942,864	37.5%	\$4,567,330,169	62.5%	\$7,307,273,032
44	Retail Trade	\$4,122,945,138	47.6%	\$4,534,912,653	52.4%	\$8,657,857,791
48	Transportation and Warehousing	\$1,897,020,100	46.4%	\$2,189,786,711	53.6%	\$4,086,806,811
51	Information	\$2,473,885,816	34.0%	\$4,798,866,398	66.0%	\$7,272,752,214
52	Finance and Insurance	\$6,268,704,957	52.8%	\$5,611,363,032	47.2%	\$11,880,067,988
53	Real Estate and Rental and Leasing	\$4,576,368,671	71.4%	\$1,832,683,095	28.6%	\$6,409,051,766
54	Professional, Scientific, and Technical Services	\$4,940,566,157	56.2%	\$3,856,437,151	43.8%	\$8,797,003,309
55	Management of Companies and Enterprises	\$1,639,988,916	68.3%	\$760,670,229	31.7%	\$2,400,659,145
56	Administrative and Support and Waste Management and Remediation Services	\$2,772,293,304	67.7%	\$1,322,226,199	32.3%	\$4,094,519,503
61	Educational Services	\$1,023,516,752	75.1%	\$339,112,556	24.9%	\$1,362,629,308
62	Health Care and Social Assistance	\$9,130,874,122	86.0%	\$1,482,968,778	14.0%	\$10,613,842,901
71	Arts, Entertainment, and Recreation	\$508,168,543	54.6%	\$423,357,274	45.4%	\$931,525,817
72	Accommodation and Food Services	\$3,563,532,359	86.4%	\$560,565,464	13.6%	\$4,124,097,823
81	Other Services (except Public Administration)	\$1,891,387,548	71.1%	\$767,695,000	28.9%	\$2,659,082,548
90	Government	\$17,739,123,783	38.2%	\$28,683,500,949	61.8%	\$46,422,624,732
Total		\$76,095,755,797	48.8%	\$79,812,354,519	51.2%	\$155,908,110,316

Source: Lightcast

2019-2021 Change in Sales by Industry Sector, Maine

NAICS	Description	2019 Sales	2021 Sales	Change	% Change	% Exported 2019	% Exported 2021	Change (Percentage Points)
11	Agriculture, Forestry, Fishing and Hunting	\$2,926,672,115	\$3,234,068,226	\$307,396,111	10.5%	75.6%	73.2%	(2.3%)
21	Mining, Quarrying, and Oil and Gas Extraction	\$277,505,713	\$145,339,335	(\$132,166,378)	(47.6%)	52.0%	47.3%	(4.7%)
22	Utilities	\$1,315,196,658	\$1,387,076,495	\$71,879,837	5.5%	33.7%	30.0%	(3.7%)
23	Construction	\$6,412,017,961	\$8,150,793,918	\$1,738,775,958	27.1%	26.0%	27.4%	1.3%
31	Manufacturing	\$17,372,464,521	\$17,630,462,527	\$257,998,006	1.5%	81.4%	81.3%	(0.0%)
42	Wholesale Trade	\$6,372,568,934	\$7,117,006,656	\$744,437,722	11.7%	58.3%	60.8%	2.4%
44	Retail Trade	\$9,051,984,509	\$10,967,976,610	\$1,915,992,101	21.2%	52.9%	61.3%	8.3%
48	Transportation and Warehousing	\$2,786,420,428	\$3,115,503,210	\$329,082,782	11.8%	36.8%	37.9%	1.1%
51	Information	\$2,551,604,222	\$2,883,850,646	\$332,246,424	13.0%	15.8%	13.8%	(2.0%)
52	Finance and Insurance	\$8,788,783,722	\$10,067,166,640	\$1,278,382,918	14.5%	39.2%	37.5%	(1.8%)
53	Real Estate and Rental and Leasing	\$4,243,073,497	\$5,181,654,457	\$938,580,960	22.1%	8.7%	10.6%	1.9%
54	Professional, Scientific, and Technical Services	\$5,585,440,297	\$6,499,686,993	\$914,246,697	16.4%	19.6%	22.7%	3.0%
55	Management of Companies and Enterprises	\$2,174,542,544	\$3,148,604,358	\$974,061,814	44.8%	79.9%	47.8%	(32.1%)
56	Administrative and Support and Waste Manage	\$3,281,103,963	\$3,854,056,772	\$572,952,809	17.5%	29.5%	27.0%	(2.5%)
61	Educational Services	\$1,554,614,627	\$1,491,628,246	(\$62,986,381)	(4.1%)	32.1%	30.8%	(1.2%)
62	Health Care and Social Assistance	\$13,185,031,671	\$14,499,712,253	\$1,314,680,582	10.0%	36.8%	35.2%	(1.6%)
71	Arts, Entertainment, and Recreation	\$1,115,526,527	\$942,643,102	(\$172,883,426)	(15.5%)	41.9%	43.0%	1.1%
72	Accommodation and Food Services	\$4,910,378,410	\$5,269,248,222	\$358,869,812	7.3%	29.2%	28.9%	(0.2%)
81	Other Services (except Public Administration)	\$2,454,400,646	\$2,538,583,413	\$84,182,766	3.4%	24.0%	23.8%	(0.2%)
90	Government	\$39,281,179,635	\$49,462,210,280	\$10,181,030,645	25.9%	84.2%	86.2%	2.0%
Total		\$135,640,510,601	\$157,587,272,359	\$21,946,761,758	16.2%	56.8%	57.8%	1.0%

Source: Lightcast

Sectors Included in Key Industry Groups

NAICS Sector Name

Textiles

- 313 Textile Mills
- 314 Textile Product Mills
- 315 Apparel Manufacturing
- 316 Leather and Allied Product Manufacturing

Biomedical Manufacturing

- 3254 Pharmaceutical and Medicine Manufacturing
- 327212 Other Pressed and Blown Glass and Glassware Manufacturing
- 333314 Optical Instrument and Lens Manufacturing
- 334510 Electromedical and Electrotherapeutic Apparatus Manufacturing
- 334513 Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables
- 334514 Totalizing Fluid Meter and Counting Device Manufacturing
- 334515 Instrument Manufacturing for Measuring and Testing Electricity and Electrical Signals
- 334516 Analytical Laboratory Instrument Manufacturing
- 334517 Irradiation Apparatus Manufacturing
- 334519 Other Measuring and Controlling Device Manufacturing
- 3391 Medical Equipment and Supplies Manufacturing

Machinery & Metals

- 332 Fabricated Metal Product Manufacturing
- 333 Machinery Manufacturing
- 336 Transportation Equipment Manufacturing

Continued:

Forestry and Forest Products

- 113 Forestry and Logging
- 1153 Support Activities for Forestry
- 321 Wood Product Manufacturing
- 322 Paper Manufacturing
- 337110 Wood Kitchen Cabinet and Countertop Manufacturing
- 337122 Nonupholstered Wood Household Furniture Manufacturing
- 337211 Wood Office Furniture Manufacturing
- 337212 Custom Architectural Woodwork and Millwork Manufacturing
- 423310 Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers
- 4241 Paper and Paper Product Merchant Wholesalers

Information

- 5112 Software Publishers
- 517 Telecommunications
- 518 Data Processing, Hosting, and Related Services
- 51913 Internet Publishing and Broadcasting and Web Search Portals
- 54143 Graphic Design Services
- 5415 Computer Systems Design and Related Services

Retail Trade

- 44-45 Retail Trade

Construction, Trades, Logistics

- 23 Construction
- 48 Transportation and Warehousing
- 493 Warehousing and Storage
- 541614 Process, Physical Distribution, and Logistics Consulting Services
- 561910 Packaging and Labeling Services

Sectors Included in Key Industry Groups

NAICS Sector Name

Agriculture, Fishing, and Food Manufacturing

111	Crop Production
112	Animal Production and Aquaculture
114	Fishing, Hunting and Trapping
115111	Cotton Ginning
115112	Soil Preparation, Planting, and Cultivating
115113	Crop Harvesting, Primarily by Machine
115114	Postharvest Crop Activities (except Cotton Ginning)
115115	Farm Labor Contractors and Crew Leaders
115116	Farm Management Services
115210	Support Activities for Animal Production
311	Food Manufacturing
3121	Beverage Manufacturing
4244	Grocery and Related Product Merchant Wholesalers
4245	Farm Product Raw Material Merchant Wholesalers
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers
42491	Farm Supplies Merchant Wholesalers
49312	Refrigerated Warehousing and Storage
49313	Farm Product Warehousing and Storage

Continued:

Clean Energy

221111	Hydroelectric Power Generation
221114	Solar Electric Power Generation
221115	Wind Electric Power Generation
221116	Geothermal Electric Power Generation
221117	Biomass Electric Power Generation
221118	Other Electric Power Generation
23713	Power and Communication Line and Related Structures Construction
23822	Plumbing, Heating, and Air-Conditioning Contractors
333415	Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing
3359	Other Electrical Equipment and Component Manufacturing
42372	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers
42373	Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers

Glossary

Location quotient: Location quotient (LQ) is a way of quantifying how concentrated a particular industry, cluster, occupation, or demographic group is in a region as compared to the nation. It can reveal what makes a particular region “unique.” For example, if the leather products manufacturing industry accounts for 10% of jobs in your area but 1% of jobs nationally, then the area’s leather-producing industry has an LQ of 10. So in your area, leather manufacturing accounts for a larger than average “share” of total jobs—the share is ten times larger than normal.

Gross Regional Product (GRP): Gross Regional Product (GRP) is simply GDP for the region of study. More commonly, GRP is GDP for any region smaller than the United States, such as a state or metro. GRP measures the final market value of all goods and services produced in the region of study. GRP is the sum of total industry earnings, taxes on production & imports, and profits, less subsidies

Competitive Effect: Competitive effect indicates how much of the job change within a given region is the result of some unique competitive advantage of the region. This is because the competitive effect, by definition, measures the job change that occurs within a regional industry that cannot be explained by broader trends (i.e. the National Growth Effect and the Industrial Mix Effect). It’s important to note that this effect can be positive even if regional employment is declining. This would indicate that regional employment is declining *less* than national employment.

Data Sources



Lightcast (formerly Emsi Burning Glass) is a global leader in labor market analytics, offering a data platform that gives a comprehensive, nuanced, and up-to-date picture of labor markets at all scales from national to local. Key components of the platform include traditional labor market information, job postings analytics, talent profile data, compensation data, and skills analytics. Lightcast integrates government data with information from online job postings, talent profiles, and resumes to produce timely intelligence on the state of the labor market. Job and compensation data is available by industry, occupation, educational program, and skill type. [Click to learn more.](#)



TradeStats Express (TSE) National and State Dashboards present data on US exports and imports by trade partner and product for 2009 forward. Data are presented using two classification systems: the Harmonized System (HS) and the North American Industrial Classification System (NAICS). National trade statistics in TSE cover the physical movement of merchandise between the United States and foreign regions. State trade statistics cover the physical movement of merchandise between a given state and foreign regions. [Click to learn more.](#)